



May 24, 2017

City of Sherwood

Attn: Kristen Switzer, Community Services Director

22560 SW Pine Street

Sherwood, OR 97140

HealthFitness welcomes the opportunity to partner with the City of Sherwood to transition, implement and deliver comprehensive management services that align with and advance The City's overall goals and objectives. Leveraging our experience in the fitness, recreation, and wellness industry, we've developed a strong track record and comprehensive strategy around transitioning similar sized facilities with minimal disruption to the members of the community. Within this proposal, we'll outline our strategic plan for all aspects of the City of Sherwood's Recreation and Aquatic Center Operations/Management.

HealthFitness was founded in 1975 and has been in business for 42 years. Health Fitness Corporation (HealthFitness) was incorporated in the state of Minnesota in March of 1987, and provides fitness, recreation and wellness management services for a variety of clients nationwide. HealthFitness is a privately-held, wholly-owned subsidiary of Trustmark Mutual Holding Company, Lake Forest, IL. Trustmark has been in business for 100 years.

Our mission is to improve the health and well-being of the people we serve. The people we serve include residents of communities; faculty, staff, and students within a collegiate setting; and eligible populations within corporate environments. With the management of more than 200 current on-site client operations, we respect each of the environments in which we deliver service, and understand that each is unique.

Today we have more than 2,000 staff hitting the ground each day with the common goal of engaging the eligible populations they serve and assisting them to be active in their personal health. We are unbiased in regards to what each individual wants or chooses to do — we simply focus on assisting them to be more aware and active than they may have been yesterday. On any given day we have the pleasure of working with more than 100,000 individuals as they swim, exercise, play, and learn. We love what we do and look forward to living our mission each day.

WHY HEALTHFITNESS

- **Financial Transparency**
 - Fixed monthly management fee
 - Pass-through salary, benefits and expenses
 - Detailed, line-itemed, monthly statements
 - Stewards of the budget
 - Innovative revenue generation programming
- **Transition Experience**
 - Minimal disruption
 - Hiring and onboarding of existing staff (if desired)
 - Continuing of existing programming
- **Experienced Team**
 - Experienced management team
 - Marketing team
 - National network of associates
- **Strategic Partner**
 - Partnering with the City on all plans/strategy
 - Creating an advisory board with the majority or representatives from the City
- **Innovative and Engaging Programming**
 - Fitness Programming
 - Recreation Programming
 - Wellness Programming
- **Similar Clients**
 - 21 years of large-center recreation and aquatic management experience
 - 75+ courts, tracks, and fields managed
 - 200+ recreational sporting events held per week
 - 16 aquatic facilities under HealthFitness management
 - 500+ aquatic exercise and instructional classes taught per week
 - 2,000+ recreational sports and aquatics professionals nationwide

The principal contact (project manager) from HealthFitness for the procurement process, presentations, contractual negotiations and administration is:

Tony Deacy
Director, Business Development
400 Field Drive
Lake Forest, Illinois 60046
Phone: 630-338-5963
Email: tony.deacy@hfit.com

CORPORATE ADDRESS

Health Fitness Corporation (HealthFitness)
1700 West 82nd Street, Suite 200
Minneapolis, MN 55431
952-831-6830/800-639-7913
FEIN# 41-1580506

AUTHORIZED SIGNING OFFICER

Paul Lotharius, President and Chief Executive Officer
400 Field Drive
Lake Forest, Illinois 60046
847-282-8000
paul.lotharius@hfit.com

We appreciate the opportunity to present our solution to the City of Sherwood and are confident that we can exceed your expectations through our consultative approach and enhanced program delivery model. Our exceptional service delivery and client strategy and engagement teams will positively affect participants' lives and the City's overall financial and programmatic goals.

Sincerely,



Paul Lotharius
President and Chief Executive Officer
Health Fitness Corporation